

**VIRGINIA REAL ESTATE BOARD**  
**EDUCATION COMMITTEE MEETING REPORT**  
May 13, 2009 Meeting

The Real Estate Board Education Committee met on May 13, 2009, at the Department of Professional and Occupational Regulation in Richmond.

Committee Members present:     Judith Childress, Chair  
                                      Scott Gaeser  
                                      Byrl P. Taylor (arrived at 3:30)

Staff Member present:             Kevin Hoeft, Education Administrator

The meeting was called to order at 3:14 p.m.

A motion was made and approved to approve the agenda.

The following actions were taken:

A.   Two Proprietary School Applications were reviewed and approved:

1.   New Star Realty & Investment Corporation,  
     t/a New Star Realty School, Fairfax, VA  
     Contact:   Susan Oh
2.   DHI Mortgage Company, LTD., Fairfax, VA  
     Contact:   Jennifer Hedgepeth

B.   Seventy continuing education course applications were reviewed.  Of these courses:

Five previously approved continuing education course applications offered by approved schools were considered and approved:

1.   \*59627     2009 Ethics Seminar, 3 hours Ethics &  
                 Standards of Conduct, Montague Miller Real  
                 Estate Academy
2.   59687     Virginia 16-hour C.E. Renewal Package (On-  
                 line) 2 hours Fair Housing, 3 hours Ethics  
                 & Standards of Conduct, 1 hour Legal  
                 Updates, 1 hour Real Estate Contracts, 1  
                 hour Real Estate Agency, 8 hours Real

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|----|--------|---|
|    |        | Estate Related, One Stop Real Estate School   |
| 3. | *59689 | How to do a Like Kind Exchange of Real Estate, 4 hours Real Estate Related, Top Producer Academy of Real Estate |
| 4. | *59691 | Advanced 1031 Exchanges, 4 hours Real Estate Related, Top Producer Academy of Real Estate                       |
| 5. | *59713 | NAR Green Designation Core Course, 8 hours Real Estate Related, Peninsula Real Estate School                    |

Sixty-five original continuing education course applications offered by approved schools were considered. 62 of these applications were approved. Three of these applications were approved pending receipt of a timed course outline:

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|-----|--------|---|
| 1.  | 59579  | New Fannie Mae Form 1004MC & More, 7 hours Real Estate Related, McKissock, LP                         |
| 2.  | 59584  | 2009 SIOR Spring World Conference, 8 hours Real Estate Related, SIOR                                  |
| 3.  | *59585 | Broker Market Analysis, 2 hours Real Estate Related, Alpha College of Real Estate                     |
| 4.  | 59593  | Real Estate Mathematics (On-line), 3 hours Real Estate Related, McKissock, LP                         |
| 5.  | 59594  | Mortgage Products 101 (On-line), 3 hours Real Estate Related, Continuing Ed Express LLC               |
| 6.  | *59595 | Radon in Virginia Real Estate Transactions, 2 hours Real Estate Related VAR                           |
| 7.  | *59597 | Agency Issues in Today's Market, 2 hours Real Estate Agency, Moseley-Dickinson Academy of Real Estate |
| 8.  | 59599  | Foreclosures, 3 hours Real Estate Related, The Frederick Academy of Real Estate                       |
| 9.  | 59601  | Short Sales Done the Right Way, 3 hours Real Estate Related, The Frederick Academy of Real Estate     |
| 10. | *59604 | RI 414: Negotiation: Working for a Yes, 7 hours Real Estate Related, VAR                              |
| 11. | *59612 | Wills, Estate and Title Issues, 1 hour Real Estate Related, Alpha College of Real Estate              |
| 12. | *59614 | Business Planning (On-line), 2 hours Real Estate Related, Career Webschool                            |
| 13. | 59616  | Benefits of FHA & Selling HUD Homes, 4  |

- hours Real Estate Related, Gracious School of Real Estate
14. \*59617 An Introduction to Short Sales and the Short Sale Addendum, 1 hour Real Estate Contracts, MBH Settlement Group, LC
  15. 59619 Growing Your Business with FHA, 2 hours Broker Management, Williamsburg Real Estate School
  16. \*59620 Growing Your Business with FHA, 2 hours Real Estate Related, Williamsburg Real Estate School
  17. \*59629 Night Court: Contracts Now, What's Hot, What's Not, 2 hours Real Estate Contracts, Peninsula Real Estate School
  18. \*59631 How to Price that Listing to Sell, 4 hours Real Estate Related, NVAR
  19. \*59634 Asia/Pacific & International Real Estate, 8 hours Real Estate Related, NRVAR
  20. \*59636 Europe & International Real Estate, 8 hours Real Estate Related, NRVAR
  21. 59638 Legal Updates, 1 hour Legal Updates, NRVAR
  22. 59639 Contract Writing, 1 hour Real Estate Contracts, NRVAR
  23. 59640 Agency I, 1 hour Real Estate Agency, NRVAR
  24. \*59641 The Americas & International Real Estate, 8 hours Real Estate Related, NRVAR
  25. \*59645 Investment & Financial Analysis for International Real Estate, 8 hours Real Estate Related, NRVAR
  26. \*59647 Property Management in a Roiled Market, 2 hours Legal Updates and 1 hour Real Estate Contracts, VAR
  27. \*59649 Property Management in a Roiled Market, 1 hour Legal Updates and 1 hour Real Estate Contracts, VAR
  28. 59651 Property Management in a Roiled Market, 2 hours Broker Management, VAR
  29. 59652 Property Management in a Roiled Market, 3 hours Broker Management, VAR
  30. \*59653 RI 412: Construction & Selling New Homes, 7 hours Real Estate Related, VAR
  31. \*59655 Making Money in a Buyers Market - Sell your Listings/Close your Buyers, 2 hours Real Estate Related, VAR
  32. \*59657 Lease Options, Land Contracts, Wraps & Bankruptcy: Plan B, 1 hour Real Estate Contracts and 2 hours Real Estate Related, VAR

33. \*59659 Tackling Ethical Behavior & Highest & Best Use, 7 hours Real Estate Related, VAR
34. \*59661 Twenty Important Legal Issues Realtors Face Every Year-The Law/The Practice, 2 hours Legal Updates, FSLAWVA Real Estate Educators, LLC
35. 59663 Persuasive Management Communication (On-Line and CRP), 3 hours Broker Management, Potomac Real Estate School
36. 59664 The Winning Sales Meeting (On-line and CRP), 2 hours Broker Management, Potomac Real Estate School
37. \*59667 Short Sales, 1 hour Real Estate Related, William E. Wood & Associates Academy
38. \*59669 FHA 203 K, 1 hour Real Estate Related, Education in Reverse
39. 59671 Liens, Taxes & Foreclosures (On-line), 4 hours Real Estate Related, McKissock, LP
40. 59672 What Real Estate Professionals Need to know about FHA (On-line), 4 hours Real Estate Related, McKissock, LP
41. 59673 Today's MLS: New Paradigms, Better Results (On-line), 4 hours Real Estate Related, The CE Shop, Inc.
42. \*59674 Property Manager's Duty to Tenant, 4 hours Legal Updates, RAR (**Pending Approval - Need Timed Course Outline**)
43. \*59676 Property Manager's Duty to Owner, 3 hours Real Estate Contracts, and 1 hour Real Estate Related, RAR
44. \*59678 The Security Deposits, 4 hours Legal Updates, RAR (**Pending Approval - Need Timed Course Outline**)
45. \*59680 Breach of Lease Issues, 4 hours Legal Updates, RAR (**Pending Approval - Need Timed Course Outline**)
46. 59682 Agency Law - Avoiding Agent Pitfalls, 2 hours Broker Management, Peninsula Real Estate School
47. 59683 Building A Successful Sales Team (On-line, and CRP), 3 hours Broker Management, Potomac Real Estate School
48. 59684 Broker Management (On-line, and CRP), 8 hours Broker Management, Potomac Real Estate School
49. \*59685 Dealing with Short Sales in the Changing Market, 2 hours Real Estate Related, FSLAWVA Real Estate Education, LLC

50. \*59703 RESPA Workshop: What Every RE Professional Needs to Know, 2 hours Legal Updates, RAR
51. \*59709 Property Management in a Roiled Market, 1 hour Legal Updates, and 1 hour Real Estate Contracts, Peninsula Real Estate School
52. 59711 Property Management in a Roiled Market, 2 hours Broker Management, Peninsula Real Estate School
53. \*59715 Case Studies on Contract Acceptance & Delivery, 3 hours Real Estate Contracts, Liz Moore University
54. \*59717 Fiscal Literacy - Navigating Your Clients Through the Mine Fields of Today's Financial Crisis, 6 hours Real Estate Related, VAR
55. \*59720 Top Producer 8I, 7 hours Real Estate Related, PWAR
56. \*59722 Managing Your Practice with Top Producer 8I, 7 hours Real Estate Related, PWAR
57. \*59725 Death, Divorce & Bankruptcy (On-line and CRP), 2 hours Real Estate Related, Alpha College of Real Estate
58. \*59727 Foreclosure, 1 hour Real Estate Related, Alpha College of Real Estate
59. \*59729 Short Sales (On-line and CRP), 2 hours Real Estate Related, Alpha College of Real Estate
60. \*59731 Reverse Mortgages, 1 hour Real Estate Related, Alpha College of Real Estate
61. \*59733 VHDA/State/County Assistance, 3 hours Real Estate Related, PWAR
62. \*59736 Sold! Skills: Using Absorption Rate Pricing, 2 hours Real Estate Related, William E. Wood & Associates
63. \*59738 Ninja Nine to Swimming in Abundance, 2 hours Real Estate Related, William E. Wood & Associates Academy
64. \*59740 Liens on Real Property, Decedents, and Augmented Estates, 2 hours Real Estate Related, William E. Wood & Associates Academy
65. \*59742 Foreclosures, 1 hour Real Estate Related, William E. Wood & Associates Academy

C. Sixty-four post license education course applications were reviewed. Of these courses:

Fifteen applications for previously approved post license education courses offered by approved school were approved:

1.           \*59628     2009 Ethics Seminar  
(Ethics & Standards of Conduct/  
Current Industry Issues & Trends),  
3 hours Residential Real Estate  
Mandatory Topics, Montague Miller  
Real Estate Academy
2.           \*59690     How to do a Like Kind Exchange of  
Real Estate (Other Real Estate  
Related), 4 hours Residential Real  
Estate Elective Topics, Top Producer  
Academy of Real Estate
3.           \*59692     Advanced 1031 Exchanges (Other Real  
Estate Related), 4 hours Residential  
Real Estate Elective Topics, Top  
Producer Academy of Real Estate
4.           59693     Business Planning (On-line), 2 hours  
Residential Real Estate Elective  
Topics, One Stop Real Estate School
5.           59695     Agency Law (On-line), 3 hour  
Residential Real Estate Mandatory  
Topics, One Stop Real Estate School
6.           59696     Fair Housing (On-line), 3 hours  
Residential Real Estate Mandatory  
Topics, One Stop Real Estate School
7.           59697     Land Use Issues (On-line), 1 hour  
Residential Real Estate Elective  
Topics, One Stop Estate School
8.           59698     Offer to Purchase (On-line), 3 hours  
Residential Real Estate Mandatory  
Topics, One Stop Real Estate School
9.           59699     Property Valuation/Listing Process  
(On-line), 3 hours Residential Real  
Estate Elective Topics, One Stop Real  
Estate School
10.          59700     Ethics & Standards of Conduct/Current  
Industry & Trends (On-line), 3 hours  
Residential Real Estate Mandatory  
Topics, One Stop Real Estate School
11.          59701     Real Estate Law (On-line), 3 hours  
Residential Real Estate Mandatory  
Topics, One Stop Real Estate School
12.          59702     Technology (On-line), 3 hours  
Residential Real Estate Elective  
Topics, One Stop Real Estate School
13.          59712     NAR Green Designation Core Course -

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|     |        | Part B (Other Real Estate Related), 4<br>hours Residential Real Estate<br>Elective Topics, Peninsula Real<br>Estate School                  |
| 14. | *59714 | NAR Green Designation Core Course<br>(Land Use Issues), 4 hours<br>Residential Real Estate Elective<br>Topics, Peninsula Real Estate School |
| 15. | 59735  | Virginia Real Estate: Finance<br>(Online)(Finance), 3 hours<br>Residential Real Estate Elective<br>Topics, One Stop Real Estate School      |

Forty-nine applications for original post license education courses offered by approved schools were reviewed. Forty-six of these applications were approved. Three of these applications were approved pending receipt of a timed course outline:

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| 1. | *59586 | Broker Market Analysis (Property<br>Valuation/Listing Process), 2 hours<br>Residential Real Estate Elective<br>Topics, Alpha College of Real Estate                |
| 2. | *59596 | Radon in Virginia Real Estate<br>Transactions (Other Real Estate<br>Related), 2 hours Residential<br>Real Estate Elective Topics, VAR                              |
| 3. | *59598 | Agency Issues in Today's Market<br>(Other Real Estate Related), 2 hours<br>Residential Real Estate Elective<br>Topics, Moseley-Dickinson Academy of<br>Real Estate |
| 4. | *59605 | RI 414: Negotiation: Working for a<br>Yes (Other Real Estate Related), 4<br>hours Residential Real Estate<br>Elective Topics, VAR                                  |
| 5. | *59613 | Wills, Estate and Title Issues, 1<br>hour Residential Real Estate Elective<br>Topics, Alpha College of Real Estate   |
| 6. | *59615 | Business Planning (Online), 2 hours<br>Residential Real Estate Elective<br>Topics, Career Webschool  |
| 7. | *59618 | An Introduction to Short Sales and<br>the Short Sale Addendum, 1 hour<br>Residential Real Estate Elective<br>Topics, MBH Settlement Group, LC                      |
| 8. | *59621 | Growing Your Business with FHA   |

- (Finance), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
9. 59626 Asia/Pacific & International Real Estate I (Selling Process), 4 hours Residential Real Estate Elective Topics, NRVAR
  10. \*59630 Night Court: Contracts Now, What's Hot, What's Not (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Peninsula Real Estate School
  11. \*59632 How to Price that Listing to Sell (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, NVAR
  12. 59633 Europe & International Real Estate - 1, (Finance), 4 hours Residential Real Estate Elective Topics, NRVAR
  13. \*59635 Asia/Pacific & International Real Estate (Other Real Estate Related) 4 hours Residential Real Estate Elective Topics, NRVAR
  14. \*59637 Europe & International Real Estate (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NRVAR
  15. \*59642 The Americas & International Real Estate (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NRVAR
  16. 59643 The Americas & International Real Estate - I (Selling Process), 4 hours Residential Real Estate Elective Topics, NRVAR
  17. 59644 Investment & Financial Analysis for International Real Estate - I (Finance), 4 hours Residential Real Estate Elective Topics, NRVAR
  18. \*59646 Investment & Financial Analysis for International Real Estate (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, NRVAR
  19. \*59648 Property Management in a Roiled Market (Other Real Estate Related), 3 hours Property Management Elective Topics, VAR
  20. \*59650 Property Management in a Roiled



- Market (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
21. \*59654 RI 412: Construction & Selling New Homes (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
22. \*59656 Making Money in a Buyers Market - Sell your Listings/Close your Buyers (Selling Process), 2 hours Residential Real Estate Elective Topics
23. \*59658 Lease Options, Land Contracts, Wraps & Bankruptcy: Plan B (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
24. \*59660 Tackling Ethical Behavior & Highest & Best Use (Property Valuation/Listing Process), 4 hours Residential Real Estate Elective Topics, VAR
25. \*59662 Twenty Important Legal Issues Realtors Face Every Year - The Law/The Practice (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, FSLAWVA Real Estate Education, LLC
26. \*59668 Short Sales, (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, William E. Wood & Associates Academy
27. \*59670 FHA 203 K (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Education in Reverse
28. \*59675 Property Manager's Duty to Tenant (Tenant/Landlord Relationship), 4 hours Property Management Elective Topics, RAR (**Pending Approval - Need Timed Course Outline**)
29. \*59677 Property Manager's Duty to Owner (Contract Writing & Agency), 4 hours Property Management Mandatory Topics, RAR
30. \*59679 The Security Deposits (Board Regulations & Statutes; Escrow Management & Accounting; Ethics), 4 hours Property Management Mandatory

- Topics, RAR (**Pending Approval - Need Timed Course Outline**)
31.           \*59681   Breach of Lease Issues (Risk Management), 4 hours Property Management Mandatory Topics, RAR (**Pending Approval - Need Timed Course Outline**)
  32.           \*59686   Dealing with Short Sales in the Changing Market (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, FSLAWVA Real Estate Education, LLC
  33.           \*59704   RESPA Workshops: What Every Real Estate Professional Needs to Know (Finance), 2 hours Residential Real Estate Elective Topics, RAR
  34.           \*59710   Property Management in a Roiled Market (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, Peninsula Real Estate School
  35.           \*59716   Case Studies on Contract Acceptance & Delivery (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Liz Moore University
  36.           \*59718   Fiscal Literacy - Navigating Your Clients Through the Mine Fields of Today's Financial Crisis (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
  37.           59719    Top Producer 8I - Part 2 (Technology), 2 hours Residential Real Estate Elective Topics, PWAR
  38.           \*59721   Top Producer 8I (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, PWAR
  39.           \*59723   Managing Your Practice with Top Producer 8I (Selling Process), 4 hours Residential Real Estate Elective Topics, PWAR
  40.           59724    Managing Your Practice with Top Producer 8I - Part 2 (Business Planning), 4 hours Residential Real Estate Elective Topics, PWAR
  41.           \*59726   Death, Divorce & Bankruptcy (On-line and CRP) (Other Real Estate Related), 2 hours Residential Real Estate

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|     |        | Elective Topics, Alpha College of Real Estate   |
| 42. | *59728 | Foreclosures (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate  |
| 43. | *59730 | Short Sales (On-line, and CRP) (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Alpha College of Real Estate                                   |
| 44. | *59732 | Reverse Mortgages (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate   |
| 45. | *59734 | VHDA/State/County Assistance (Finance), 3 hours Residential Real Estate Elective Topics, PWAR   |
| 46. | *59737 | Sold! Skills: Using Absorption Rate Pricing (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, William E. Wood & Associates Academy              |
| 47. | *59739 | Ninja Nine to Swimming in Abundance (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, William E. Wood & Associates Academy                      |
| 48. | *59741 | Liens on Real Property, Decedents, and Augmented Estates (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, William E. Wood & Associates Academy |
| 49. | *59743 | Foreclosures (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, William E. Wood & Associates Academy  |

D. One Salesperson Pre-license Education Course offered by an approved school was reviewed and approved:

1. Principles and Practices of Real Estate (On-line), 60 hour Salesperson, Alpha College of Real Estate

E. Seven Pre-License Education Instructor applications were reviewed. Six of these applications were approved. One application (**Christopher B. Shead, Jr.**) was denied because the applicant did not provide proof of expertise in Principles and Practices of Real Estate:

1. Michael T. Minnery
2. Carl E. Manasco
3. Woo S. Oh
4. Christopher B. Shead Jr. - **expert (Principles)**
5. Matthew L. Durbin - **expert (Principles)**
6. Richard J. Bridges - **expert (Principles)**
7. Brian Andrew Block

F. Twenty-six additional continuing/post license education Instructor applications were reviewed. All these applications were approved with the exception that **Helen Flynn, Fatima Pereira and Renee Smith of Moseley Real Estate Schools, Inc.** were not approved to teach Broker Management continuing education courses because they are salespersons and not brokers:

1. **Jon Wolford**, 52317/52308 (Agency Law), 53361/53365 (Fair Housing), 56046/56047 (Contracts/Offer to Purchase), 56349/56350 (Settlement - The Complete Transaction), 54013/54014 (Finance 801), 56351/56352 (Contract Presentations and Negotiations), 56377/56378 (Business Planning 202), **Long and Foster Institute of Real Estate**
2. **Thomas Beames, Margaret Davis, Barbara Dill, Joan Dorsey, Helen Flynn, Susan Gurny, Susie Hall, Kathleen Kennedy, Alan Kroll, Farnese McDonald, Fatima Pereira, Holly Poole, Edwin Rucker, Renee Smith, Phillip Szpiech, Farshad Taghizadeh, Joseph Toth, Madonna Padilla, Hope Bradner, Damon Gettier, Nancy Bullock, and Kay Young** - 58806 (Real Estate Contracts), 58840 (VA Legislative Updates), 58796 (Real Estate Agency), 58802 (Smart Growth in VA), 58804 (Internet's Effect on VA Real Estate Transactions), 58800 (Real Estate Fair Housing), 58842 (Legal Ethics & Professionalism in Real Estate Law), 58793 (Home Sales and the Economy), 58790 (Do Not Call Rules and Regulations), 58798 (Real Estate Ethics and Standards of Conduct), 53564 (VA Real Estate Trends and Legal Ethics), 58844 (VA Real Estate Law Update), 58699 (Limited Service Agency), 58846 (VA Salesperson CE: Mandatory & Elective Topics), 58848 (VA Broker CE: Mandatory & Elective Topics), 53780/53781 (Ethics and Standards of Conduct), 53748/53749 (Fair Housing), 53772/53773 (Finance), 53742/53743 (Property Law), 53750/53751 (Technology), 53755/53756 (Real Estate Law), 53758/53759 (Agency Law), 53762/53763 (Land Use Issues), 53764/53765 (Property Valuation and Listing Process), 53776/53777 (Offer to Purchase), 58587 (Cases in Improper Listing, Leasing and Commissions), 58585 (Cases

in Personal Misconduct and Proper Supervision), 58545 (Cases in Advertising and Communication), 58547 (Cases in Agency Initiation, Supervision & Management), 58549 (Cases in Improper Disclosure & Disclosure Management), 58551 (Cases in Escrow Account Management), 58553 (Cases in Improper Dealing and Financial Management), 57941 (Cases in Agent Misconduct), 58794 (Agent Supervision and Management), **Moseley Real Estate Schools, Inc.**

3. **Rebecca Grossman**, 59225 CE (2009 Professional Standards Road Show), 59226/59227 PL (2009 Professional Standards Road Show), **VAR**
  
4. **Julie Hinson and Courtney Barth** - 56405 (2007 New Agency Law in VA), 56403/56404 (Agency Law Demystified), 57203/57204 (Bankruptcy and Foreclosure), 52543 (Congratulations You Got the Listing), 52283 (Contracts with Escalators), 59439/59440 (Earnest Money Deposits), 56919/56920, (Ethics for RE Agents), 56402/56550 (Ethics for RE Agents - The Basics), 56921/56922 (Fair Housing), 57587/57588 (Foreclosures, REOs, Short Sales), 57585/57586 (Foreclosure, REOs and Short Sales - A Primer), 57239/57240 (Foreign Sellers and Buyers), 58406/58407- (Highlights of NVAR's 2006 Regional Sales Contract), 57266/57267 (Home Inspections), 52542 (IRC 1031 Tax Deferred Exchanges), 58399/58400 (Legal Updates and Emerging Trends), 56585/56586 Limited Service Agency), 57256/57257 (Mold: A Growing Problem), 59435/59436 (Navigating the VA Jurisdictional Addendum), 57578/57579 (New 2006 Regional Sales Contract), 57921/57922 (New Forms for 2008), 57919/57920 (NVAR's 2007 Listing Agreement), 57923/57924 (NVAR's 2008 Contingencies/Clauses Add. Sales Cont), 59437/59438 (The Final RESPA Rule), 55557/55558 (New Regional Sales Contract - Primer), 55554 (The New Regional Sales Contract 2006 in Depth), 57497/57498 (New VA Residential Property Disclosure Statement), 57499/57500 (Newest Appraisal & Financing Contingencies), 56593/56594 (Title Insurance - What is It?), (Unconventional Transactions - A Primer), 59446/594 (Unconventional Transactions (Avoiding Problems at Settlement), 56166/56167, (Understanding Your upcoming VA Transaction), 57201/57202 (What is Delivery? **MBH Settlement Group, LC**

G. Other Business

1. The Committee reviewed other states' Pre-license Instructor requirements. The Pre-license Instructor requirements of the Delaware Real Estate Commission will serve as a starting point for Committee discussion on this matter at its next meeting.
2. The Committee discussed the statutory requirement for a notarized affidavit for Distance Education Courses and recommended the Board issue a guidance document to provide clarity on this matter.
3. The Committee briefly discussed various education items as parts of its charge from the Board's Regulatory Review Committee to address all education items related to the Regulatory Review process.
4. Ms. Childress shared education information from the recent ARELLO conference in North Carolina.

H. There was no public comment

I. The meeting adjourned at 5:01 p.m.

**\* Continuing Education and Post License Education Course  
Companion Applications**